



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
REAL ESTATE COMMISSION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, May 7, 2015 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	06/04/2015

MEMBERS PRESENT

Tim Riale, Sussex County, Professional Member, Chairperson, Presiding
Tom Burns, Kent County, Professional Member, Vice Chairperson
Danielle Benson, New Castle County, Professional Member (9:32 a.m. – 11:24 a.m.)
Barbara Brodoway, New Castle County, Public Member
Doug Doyle, Kent County, Professional Member
Donna Klimowicz, New Castle County, Professional Member
Casey Price, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

Karen Alleva, New Castle County Board of REALTORS ®

CALL TO ORDER

Mr. Riale called the meeting to order at 9:31 a.m.

REVIEW OF MINUTES

Mr. Rushe moved, seconded by Ms. Brodoway, to approve the April 2, 2015 minutes as presented. Motion carried with Mr. Doyle abstaining.

NEW BUSINESS

Review of Course Provider Applications

Mr. Doyle moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: 360training.com, Inc.

Course Title: Bad Loans – Predatory and Fraud **Approved**

Credit Hours: 3.0

Module: 7

Course Title: Community Ethics **Approved for Module 7 Only, Not Module 2 as Requested**

Credit Hours: 3.0

Module: 7

Course Title: Qualifying Buyer and Property **Approved for Module 7 Only, Not Module 6 as Requested**

Credit Hours: 3.0

Module: 7

Course Provider: Association of REALTORS® School

Course Title: From Competition to Closing: An Antitrust & RESPA Guide for RE Licensees **Approved**

Credit Hours: 3.0

Module 6 or 7

Course Title: Selling Real Estate Held by an Estate or Incapacitated Party **Denied – PA Specific**

Credit Hours: 3.0

Module: 7

Course Title: Construction Basics for Real Estate Licensees **Approved for Module 7 Only, Not
Module 6 as Requested**

Credit Hours: 3.0

Module: 7

Course Title: The Fine Art of Puffery, Salesmanship, Misrepresentation and Fraud **Approved for
Module 7 Only, Not Module 6 as Requested**

Credit Hours: 3.0

Module: 7

Course Title: The Pros and Cons of a Pre-Listing Property Inspection **Approved for Module 7 Only, Not
Module 6 as Requested**

Credit Hours: 3.0

Module: 7

Course Title: The Three D's in Selling RE: Death, Diminished Capacity & Divorce **Denied – PA Specific**

Credit Hours: 3.0

Module: 6 or 7

Course Provider: International Right of Way Association

Course Title: Communications in Real Estate Acquisition, IRWA Course 201 **Approved for Module 7 Only,
Not Module 6 as Requested**

Credit Hours: 24.0

Module: 7

Course Title: Practical Negotiations for U.S. Federal and Federally Assisted Projects **Approved for
Module 7 Only, Not Module 6 as Requested**

Credit Hours: 16.0

Module: 7

Course Title: Principles of Real Estate Law, IRWA Course 800 **Approved for Module 7 Only, Not
Module 6 as Requested**

Delaware Real Estate Education Committee
May 7, 2015
Page 3

Credit Hours: 16.0
Module: 7

Course Title: Land Titles, IRWA Course 801 **Approved for Module 7 Only, Not Modules 3 and 6 as Requested**

Credit Hours: 16.0
Modules: 7

Course Title: Legal Aspects of Easements, IRWA Course 802 **Approved for Module 7 Only, Not Module 3 as Requested**

Credit Hours: 8.0
Module: 7

Course Provider: McKissock, LP

Course Title: A Day in the Life of a Buyer Agent **Approved**
Credit Hours: 3.0
Module: 7

Course Title: A Property Manager's War Chest of Tools for Conflict Resolution **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Danger in Plain Sight: Understanding Lead Paint for Property Managers **Approved**
Credit Hours: 3.0
Module: 7

Course Title: How to Work with Real Estate Investors – Part 2 **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Simple Questions, Big Consequences: How to Avoid Fair Housing Violations **Approved**
Credit Hours: 3.0
Module: 7

Course Title: The Ins and Outs of Property Management **Approved**
Credit Hours: 3.0
Module: 7

Course Title: The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: New Castle County Board of REALTORS®

Course Title: Real Estate JEOPARDY **Approved for Module 7 Only, Not Module 4 as Requested**
Credit Hours: 3.0
Module: 7

Course Provider: Omega Real Estate School

Course Title: Introduction to Professional Property Management **Approved**
Credit Hours: 3.0
Module: 6

Course Title: The Code of Ethics **Approved**
Credit Hours: 3.0

Module: 2

Course Provider: Real Estate Institute of Delaware
Course Title: Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Course Title: Office Management **Approved**
Credit Hours: 3.0
Module: 4

Course Provider: The CE Shop, Inc.
Course Title: Anatomy of Commercial Building **Approved**
Credit Hours: 3.0
Module: 6

Course Title: The Fundamentals of Commercial Real Estate **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Residential Property Management Essentials **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: EmpowerAbility, LLC
Course Title: Selling/Marketing to Older Adult Buyers and Buyers with Disabilities **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Kent County School of Real Estate
Course Title: Real Estate Pre-Licensing Course **Approved**
Credit Hours: 99.0

Ms. Brodoway moved, seconded by Ms. Benson, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: McKissock, LP
Course Title: Delaware Core Module 3 – Real Estate Documents – **Denied Due No Timing Mechanism**
Credit Hours: 3.0
Module: 3 or 7

Review of Instructor Applications

Mr. Doyle moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

L. Robert Frame, Jr., Esq. **Approved for Module 7 Only, Not Module 6 as Requested**
Continuing Education: Module 7 – ABR, SRES, Intro to RE Auctions, Title Insurance, Effective Negotiating, Selling RE Held by an Estate

Clyde Johnson **Approved for Module 7 Only, Not Modules 3 & 6 or Pre-Licensing as Requested**
Continuing Education: Continuing Education Module 7

Travis Martinez **Approved**

Continuing Education: Module 7 – A Day in the Life of a Buyer Agent

Alvin Monshower, Jr. **Approved**

Continuing Education: New Licensee Module 1; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Short Sales Done the Right Way; Foreclosures; Real Estate Hot Buttons and Issues

Faith Roland **Approved for Module 7 Only, Not for New Licensee Modules, Continuing Education Modules 1 – 6 or Broker's Courses as Requested**

Continuing Education: Continuing Education Module 7 – Negotiation Skills, Federal Acquisition Guidelines; Negotiations with Diverse Clientele; Professional Standards of Practice; Presentation Skills

James Curran **Approved**

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules: 1; 3 & 5

Pre-Licensing Course: Real Estate Law

Broker's Course: Legal & Governmental Aspects of Real Estate

Robert Fleck **Approved for Module 7 Only, Not Module 3 as Requested**

Continuing Education: Continuing Education Module 7 – The Power of Exchange

Cecil Harden **Approved for Module 7 Only, Not Continuing Education Modules 2 or 6 as Requested**

Continuing Education: Continuing Education Module 7 – All Real Estate Elective Topics

Review of Student Request for Approval of Continuing Education Activities

Mr. Doyle moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Karen Galese **Approved**

Course Title: National USPAP

Course Provider: Association of REALTORS® School

Credit Hours: 7.0

Requesting Approval for Module: 7

NEW BUSINESS

Update from the Commission – Mr. Riale

Mr. Riale advised the Committee that the Commission accepted the recommendations from the April 2, 2015 meeting. The Commission's standing Legislative Committee did not meet in April. Mr. Riale provided the Committee with a brief synopsis of the new regulations regarding auctioneers.

UNFINISHED BUSINESS

Discussion Regarding ARELLO Certification and Standards

Mr. Burns reiterated the information he received from ARELLO regarding the course difficulty levels.

Mr. Doyle stated that the guidelines clearly state that each module is to be at least three hours in length, with fifty minutes per hour of instruction, and that self-monitoring is not allowed. He believes that online courses require self-monitoring. Additionally, Mr. Doyle voiced his concerns regarding his belief that

ARELLO is not meeting the standards of Delaware by not having clocking mechanisms enabled for online courses.

The Committee discussed the various possibilities regarding online courses, such as timing mechanisms, and requiring a minimum passing score. In order for the Committee to clarify the term clicking mechanism, the Committee will need to define a clocking mechanism.

Mr. Burns moved, seconded by Mr. Rushe, to have Ms. Williams contact The CE Shop, Inc. and McKissock, LLC., (the largest online continuing education course providers for the State), to see what options are available for online classes regarding timing mechanisms and grading options. Ms. Williams will provide a report to the Committee during their next regularly scheduled meeting.

NEW BUSINESS

Discussion Regarding Committee Composition and Upcoming Vacancies

This item was tabled until the next regularly scheduled meeting.

CORRESPONDENCE

There was no correspondence.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Mr. Burns requested that "Discussion Regarding Mandatory Question and Answer Portion on Outlines" be placed on the June agenda.

PUBLIC COMMENT

Ms. Alleva addressed the Committee regarding the Real Estate Jeopardy Course that New Castle County Board of REALTORS® submitted, that was recommended for approval as Module 7 only. She advised the Committee that the course was previously approved for Ward & Taylor for Module 4. Ms. Alleva was advised that the outline only reflected 50 minutes of instruction that could be considered for Module 4, hence the reason it was only recommended for Module 7 only.

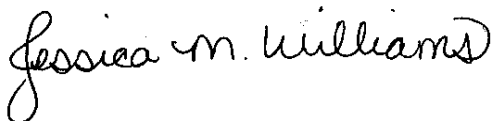
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, June 4, 2015 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Mr. Burns moved, seconded by Mr. Rushe, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:24 a.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II